

3 WAY CALLS

WORKING WITH YOUR FUTURE LEADERS

- Ask your future leader to let people know they are wanting to grow their business and **need some training**. Have them ask people if they can give them about 15 minutes of their time in exchange for a piece of Tupperware for doing the call. (Something small, of course).
- They explain it's just a training call, and they just want to hear what you (their up line) say for experience.

STARTING THE CALL

- Start the call with your team member introducing us and then you thanking them for taking the time to do the call. I let them know that I'm going to cover the **4** most common things people ask when considering joining a Tupperware business, and their **only job is to ask as many questions as possible**. I tell them I'm Italian, so they can just interrupt any time. 😊

At the end, offer a bonus of \$50 from your stash if they say yes in the next 48 hours.



DURING THE CALL

1. How much time does it take?

As much or as little as you would like. On average our most successful Consultants spend 10 hours a week to take home [\\$1400](#) a month. (This is based on 2 parties a week)

2. How much money can I make?

25% of everything we sell, with an opportunity to earn extra in bonuses. Additionally, Tupperware sampling program allows us to enjoy up to 65% off retail. Every consultant has the opportunity to increase their monthly income beyond the standard [\\$1400](#) by holding more parties or growing their team. Income is UNLIMITED!

3. What does it take to get started?

You have TWO options and BOTH come with a FREE public facing selling website and your 25% discount shopping for a year! Option #1 is a Virtual Kit for \$15 and Option #2 is a Product Kit Valued at approx. \$350 you get for \$119 + tax and shipping is FREE!

4. How soon can I start making Money?

TODAY! We can have your personal selling website up and active, as well as, your own first party shop link that you can share everywhere within minutes! Getting Started has never been easier!

THINGS TO KEEP IN MIND WHEN SHARING

- Original Direct Sales Company! Celebrating 75 years of our Brand this year!
- Tupperware North America sold \$154 Million in 2020. Our Products are in high demand!
- No Territories and Many Ways to Market yourself.
- Every salesforce member gets a FREE website.
- No Inventory Required.
- No “Auto Shipments”
- Tupperware pays C/C processing fees.
- Eating Healthy and being organized will never go out of style!

WRAPPING UP THE CALL

- Last thing ...ask them..." **on a scale of 1-10**, based on the info you heard today, how likely are you to join Tupperware. 1 being they'd rather stick a fork in their eye, 5 isn't an option and 10 means they are ready right now.
 - People always pick 3 or 7.
- If they say 3, say "it sounds like you either have more questions, or there's something we talked about that turned you off. Was there something in particular you didn't like about what I shared?" And usually they say they can't join because of another job or they don't have the money etc..
- If they say 7, I ask them to do the **pillow test**: if they have more questions tonight, they'll promise to ask, and if they wake up tomorrow and they are still thinking about it, they'll say yes and give it a shot.

WRAPPING UP THE CALL

- EITHER WAY.....Thank Them and remind them they helped train someone who is really excited about advancing and their time made a huge difference!
- CHALLENGE THEM TO THINK OF SOMEONE this information just might be perfect for OR someone wanting to be spoiled with FREE TUPPERWARE!